

## THE JASPER NEWS

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### Discontented Wives.

Wives who are discontented have various causes for their unhappiness. The one most frequently met is the wife who is miserable because she discovers that marriage is not a lasting picnic, who cannot realize that the husband must be different from the lover, and therefore spends her days in impotent whining. She is always being neglected, and always taking offense; she has an insatiable craving for attentions, and needs continued assurance of affections, wasting her time and feelings in getting up pathetic scenes of accusation, which finally weary and then alienate her husband. There is nothing a man hates more than a woman going sobbing and complaining about the house with red eyes, unless it be a woman with whom he must live in a perpetual fool's paradise of perfection, says the New York Weekly. There are also discontented wives who goad their husbands into extravagant expenditure, and urge them to projects from which they would naturally recoil. There are others whose social ambitions slay their domestic ones, and who strain every nerve in season and out of season, and lose all their self-respect, for a few crumbs of contemptuous patronage from some person of greater wealth than their own. Some wives fret if they have no children, others just as much if children come. In the first case they are disappointed, in the second inconvenient, and in both discontented. Some lead themselves and others wretched lives because they have not three times as many servants as are necessary; a still greater number because they cannot lead a life of constant amusement and excitement.

### Unnecessary Discourtesy to Chinese.

As the laws are framed it would appear that the purpose was rigidly to exclude persons of the Chinese race in general, and to admit only such persons of the race as fall within certain expressly stated exemptions—as if, in other words, exclusion was the rule and admission the exception. I regard this feature of the present laws as unnecessary and fraught with irritating consequences, writes Oscar S. Strauss, secretary of commerce and labor, in Leslie's Weekly. In the administration of laws so framed, notwithstanding the care taken to treat persons of the Chinese race lawfully entitled to admission with the same courtesy and consideration shown to other foreigners, it is impossible that persons who have to endure requirements and formalities peculiar to themselves should fail to take offense and to resent as a humiliation the manner in which by law they are distinguished from natives of other countries. Laws so framed can only be regarded as involving a discrimination on account of race, and it is needless to point out that discriminations on account of race, color, previous condition or religion are alike opposed to the principles of the republic and to the spirit of its institutions.

In Constantinople the shoemakers are all poets. While a customer is having a heel repaired or a shoe replaced the attendant recites extemporized or memorized verses to him; as the language is Arabic or Turkish the listener rarely knows whether he is hearing a good or bad verse. On the Muski, the Broadway of old Cairo, one can buy the red leather, sharp-toed slippers, universally worn in a land where there is rarely any rain, for about 60 cents. They are not worth more, being very flimsy articles in construction. They are not representative of the Expert English or American hand-made shoe—which is a thing of beauty, of comfort and of enduring utility.

The sultan of Turkey, who has an official income of about \$4,000,000 a year, has long been depositing his savings with the Bank of France. The same institution is likewise honored with the patronage of King George of Greece and King Leopold. Strange to say, the czar has preferred to keep his ready cash in the vaults of the Bank of England, where it is said he has at his command \$16,000,000 in Russian gold. The gold deposited by these monarchs, unlike other funds which come into the banks, never goes out again into circulation unless it be by express command of the royal depositor. It is locked up like so much coal or powder, pending the day that it may be useful.

## USE PRINTERS' INK

BEST METHOD OF COMBATING MAIL-ORDER EVIL.

### HOME MERCHANT TO BLAME

Facilities for Attracting Custom Are at His Command in the Columns of His Home Newspaper—Advertise Rightly.

Much has been written about the subtle influence of the big four-pound catalogues sent broadcast over the land by the houses located in the big cities, and which, strange to say, refuse to sell goods to the residents of the cities in which they are located. There is no mysterious element in these bulky paper books. From cover to cover they are filled with pictures and with prices and descriptions of goods. It is the power of printers' ink that is the only magnet, and this magnet can be used by merchants everywhere. The publishers of these great catalogues do business running well up toward the fifty millions yearly. All their success has been in the ink they use, and the way they use it. Because these concerns receive patronage that should go to the home merchant it is the home merchant's fault. He neglects to do just what the houses which publish the big catalogues do. He may not have the money to get out such a great list, neither the means of carrying great stocks of goods. Yet he possesses all the means necessary to gain the trade that goes to these great concerns. He can buy goods just as low, has less expense, and while the big catalogue goes to a customer only once in a year or two, through the medium of the local newspaper the merchant can go to all the people of the community once a week and at the lowest expense.

As to the matter of prices, the big catalogue is an educator. It tells the people of values. These values are associated with classes of goods. The merchant in the home town can turn this information to his own account. In the catalogues are only pictures. The merchant can show the goods, and can explain the difference between grades. It is evident that if trade is to be held at home it must be upon a business basis. Sentiment cuts a mighty small figure in matters where dollars and cents are concerned. The average farmer would rather buy goods from the home store than from some distant place if he is only sure that he is getting a square deal. It is up to the merchants to let him know that he is getting this square deal. There are towns in the western agricultural sections which a few years ago were getting only half the trade that was to be had in the district. Merchants became convinced that they were weak somewhere. They found that they were not advertising rightly and commenced a campaign which has resulted in driving the catalogue houses out of business as far as these towns are concerned. The newspapers of these towns tell of the enterprise of the merchants. The merchants themselves will tell you that they do not fear the mail-order houses, as they have educated the people to trade at home. The people who were mail-order house patrons will tell you that they know that they can do better by buying at home, that they are convinced that their interests are best protected by the home merchant, and that since they have thrown off the mail-order habit they are saving more money. The mail-order house is a great bugaboo. It is not near the evil than many suppose it is. It is harmful only in accordance with the lack of enterprise on part of the home merchants. Where the merchants are awake, are up-to-date, and advertise rightly, there is no complaint as to the mail-order system.

Each country editor can do his

### A Pointer for the Merchant.

The encroachments of the great mail order houses of the east on the legitimate trade of the local merchant are growing daily more threatening to the prosperity of the town merchant and through him the towns-people, says the editor of a country paper. Something should be done by the merchants of every town to prevent future operations of these gigantic corporations which supply, as a general rule, an inferior article for the egregious price. It is a business which is like that of the street fakir. A bargain is offered to the buyer at his first appearance. He bites and on his second order is bitten.

Local merchants should teach their towns-people and the farming element surrounding them the invidious consequences to the town, to the buyer and to general business conditions, of patronizing these establishments. The local merchant should do this by judicious advertising in his home paper. That certainly reaches the people whose trade he is seeking, and through its columns he can offer, in light of the existence of the general

share in educating the merchants as well as the people in business methods, in principles that are helpful to the home town. The live merchant can hold his own. Business is based upon such principles as give the competent merchant a fair show in the competition for trade. No one person has a monopoly of the right to advertise. The way is as open to the small merchant as it is to the big one. The principles involved apply to the small business as well as to the large business. The only magic used by the catalogue houses is that found in advertising and in prices.

D. M. CARR.

### PRIZE AND PREMIUM FAKES.

Bait Held Out to Catch the Trade of the Unsophisticated.

Prize and premium offering are methods that are resorted to by some concerns that seek to do business through the mails with people residing in agricultural districts. The wise people will never be caught on this game. All classes and kinds of goods have a real value, and are worth so much in the markets of the world. The farmer who has 1,000 bushels of wheat to sell knows that his goods have a fixed value dependent upon the market prices. It would be foolish for him to offer to the buyer as an inducement a few head of cattle, a barrel of cider or a slab of bacon in order to induce him to buy. Yet these very farmers will bite at a proposition which is identically the same in principle. The manufacturer of soap offers ten dollars' worth of soap and to the buyers give a piece of furniture of the value of ten dollars. Is this a fair business deal? Can the manufacturer afford to do it if his goods are standard? He may say that by selling direct "to the consumer, and cutting out middlemen's profits," he can afford to do so. But this is a lie, a flimsy excuse, and is not in accordance with sound business principles. There must be a profit for the manufacturer or he will fail. He does make a profit. He even makes a larger profit than the average dealer in goods of his kind. In the first place he sells the cheapest kind of article, even though it may look nice and be highly perfumed. In the second place he gives light weight and gets the highest price. The value of the premium given is always misrepresented, exaggerated, and that which is supposed to be worth ten dollars is not worth four dollars, and for the latter amount can be purchased from any respectable dealer. The premium is never free. It must be paid for and it is the one who receives it that generally pays for it. Mrs. Jones would wonder if Grocer Brown would ask that she give half a pound of feathers with every dozen eggs he buys of her. Mrs. Jones has too much common sense to think that she can afford to give away a pound of butter with each dozen eggs. She knows she would be loser. But if she could induce the grocer to pay her 40 cents a dozen for her eggs when the market price is only 20 cents, she might see how it would be profitable to her to throw in as a premium a pound of over-ripe butter. Still Mrs. Jones will join soap clubs, coffee clubs, and fakes in the premium line of every kind, just because she does not stop to do a little sound thinking.

### Builds Up All Business.

Money paid to workmen in a town finds its way through business channels to those who will use it in further upbuilding the place. Every enterprise that means the employment of labor is desirable for a town; but how much more important than to bring new industries into a place is the matter of building up and protecting those already established? A small factory may have a payroll amounting to \$15 or \$20 a day. If these \$15 or \$20 are sent to a foreign city for goods little benefits are gained by the town. It is the keeping of the earnings of the laborers and others at home that counts in making a place wealthy.

rural delivery service, to send light packages by mail to them, just as to the mail order houses. By careful attention to this business and by sending out only goods which a person would himself select from a stock of goods, the local merchant can kill the mail order business of an eastern specialty house in his territory.

Help your local paper to push trade for you through articles designed to wean the farmer away from these mail order houses, by giving him your patronage. Your local paper cannot afford to set type to boom your business unless you respond by assisting in the cost of publication through using its advertising columns.

### Keep Money at Home.

By patronizing home industries people prevent money going to other sections of the country. Dollars sent to a distant place for commodities that can be produced, and often are produced at home, is money gone from local circulation, and which is not likely to ever return. It is the keeping of the wealth produced in a locality that makes that locality rich.

## Gossip of Washington

What Is Going On at the National Capital.

### Palatial Offices for Congressmen



WASHINGTON.—The new \$3,000,000 office buildings for congressmen, now almost completed, will make life very easy for the men who make laws. So easy, in fact, will their existence be, that they will not even have to walk from their offices to the senate chamber or hall of representatives. A private underground electric railroad will be provided for that purpose.

There are two of these new office buildings, one for the senate and one for the house. They are exactly alike in their architecture and general equipment. Each will cost \$3,000,000, not counting furnishings. Each covers a full city block.

This is how it will work: Congressman Humphrey is in his mahogany trimmed marble suite signing the voucher for his increased salary.

An electric bell tells him that the house has been called to order and that he is liable to be marked absent if he does not respond to the roll call. He steps into the hall and boards

the elevator. This drops him to the subway level, where he finds a red plush-lined gondola in waiting.

He steps aboard and is shuttled rapidly to the capitol building, where he enters an elevator which opens into the private lobby of the hall of representatives. The official porter takes his hat and coat; the official barber touches up his hair, and he steps in and responds to his name. His day's work is done.

The building for members of the house is so far done that the rooms have been apportioned and will be occupied this session. The senate building is not yet under roof. There are in the house building 397 suites, one for each member, with one to spare.

In addition there are elaborate "conference rooms," private dining rooms, official barber shops, where members are shaved and trimmed free (at government cost), baths, electric aprons, private bars, and, in fact, everything necessary to this brand of "the simple life."

The buildings have been arranged in every way so as to enable the member to sidestep the outside world. He can go and come without meeting a constituent. Private cloak rooms and lounging rooms are provided with luxurious leather chairs, thick Brussels carpets, and other appointments like an up-to-date club.

### United States Navy as a Health Resort



MUCH interesting information in regard to the navy is found in the recent annual report of Surgeon-General Rixey.

With an average strength, including the marine corps, of about 43,000, both afloat and ashore, the total number of deaths in the navy for the year was 241; a ratio of 5.66 to the thousand.

It is natural that a picked class of men under constant surveillance should make a better record than the heterogeneous population of a city, but even so the contrast between a rate of 5.66 in the navy and a rate of from 10 to 35, or even higher, in the cities is a good showing for the former.

Of the 241 deaths only 144 were from

disease. The remaining 97 were from injury, including poisonings.

A rather surprising fact is that 307 applicants for enlistment were rejected on account of color blindness. This made a color blind rate of over 28 to the thousand of all applicants. One in every 15 of those rejected was color blind.

The question of the employment of woman nurses in naval hospitals was submitted to the last congress, but the members did not see it in the same light as the medical bureau does.

It is urged that not only are women better fitted for nursing than men are, but also that in time of war their services are absolutely necessary. In that event male nurses would be needed at sea and the hospitals would have to call in women.

Not only are women actually needed now, but if taken into the hospitals at present they would become accustomed to the administration of naval hospitals and would form "an organized nucleus, capable of easy expansion" if the need should arise.

### A Hard Year for Counterfeiters



THE annual report of John E. Wilkie, chief of the secret service, shows that for the year closing with June 30 last 216 arrests were made. Of this number 125 made and passed counterfeit silver coin. Ten made and endeavored to pass counterfeit paper money, while 25 raised bills. Of the arrests referred to 115 were convicted. 25 are awaiting the action of the courts, 36 are awaiting the action of the federal grand jury, 22 were acquitted, two were ignored by the grand jury, four were nolle, one is

awaiting sentence and two were ordered discharged by order of federal attorneys. Of the total number arrested 182 were native born Americans. Italy comes second with 21.

Chief Wilkie says that with one exception the counterfeiters of the year suggested the work of novices or ignorant foreigners, and that the volume of circulation, both of coin and notes, was smaller than for many years. He further states that there was a satisfactory diminution in the volume of raised notes, which may be attributed largely to the arrest and conviction of the dangerous criminal and note-raiser, Irving Tolley, who was thrice captured, but who usually managed to escape.

He is now undergoing a long term of confinement at the federal prison in Atlanta, Ga. He was responsible for 50 per cent of all raised notes reported.

### Reception to the Diplomatic Corps



PRESIDENT ROOSEVELT gave a reception to the members of the diplomatic corps and to several hundreds of other invited guests the other night. Ordinarily the big, jamming, crushing social function, whether it is at the White House or at any other house, is a temper-trying, body-racking affair, utterly void of joy. The man who loathes anything in the social line bigger than a dinner party of 12—with a good dinner—nevertheless will have a good time, to the forgetting of all discomfort, at a presidential reception to the representatives of kingdoms and republics.

The diplomatic reception was attended by more people than have been

at the White House on any occasion in years, excepting of course on the occasion of the New Year's day reception, when the latching hangs out to the world. Every ambassador, every minister, every naval and military attaché and every secretary to the last degree of secretaryship was there, all in the raiment of rank, and no lieutenant-general of the armed forces of the United States is arrayed like one of the under-secretaries of the European powers or as the sublieutenant who does duty as military attaché.

The larger percentage of the military attaches of the European government does not need ramifications of uniform and equipment to make it physically presentable. In fact, if some of the Englishmen, Russians and Germans would take off some 20 or 30 pounds of decorations, strip off 18 or 20 yards of fur lining and take a reef or two in their sashes—those of them who wear sashes—they would appear to a more militant advantage. Fully the half of them are magnificent specimens of manhood.